

**NEW HAMPSHIRE STATE LIQUOR COMMISSION**  
**JULY 26, 2006, 1:00 P.M.**  
**AGENDA**

**I. FINANCIAL & ADMINISTRATIVE REPORTS**

1. Financial Reports
  - A. Weekly, Y-T-D Sales Reports
  - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

**II. MARKETING & SALES REPORTS**

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
  - 1) Test Market Products:
    - a. Test Market Request (Ultimat Black Cherry Vodka)
    - b. Test Market Request (Baileys Mint Chocolate & Caramel)
    - c. Test Market Request (Feeney's Irish Cream)
    - d. Test Market Request (Burnetts Citrus & Raspberry Vodkas)
    - e. Test Market Result (Code #5102)
  - 2) One Time Buy Request (5 scotches – So. Wine & Spirits)
  - 3) Jack Daniels Show Car
  - 4) Jim Beam August Display Contest
  - 5) September E-Coupons
  - 6) September Special Offers (1 electronic item – So. Wine & Spirits)
- B. WINES:
  - 1) September Special Offers:
    - a. 9 electronic items – R.P. Imports
    - b. 7 electronic items – Charles Zoulias
    - c. 35 electronic items – M.S. Walker, NH
    - d. 20 electronic items – Executive Wine & Spirits
    - e. 85 electronic items – Martignetti Cos. of N.H.
    - f. 15 electronic items – Horizon Beverage Co.
    - g. 45 electronic items – Southern Wine & Spirits of N.E.
  - 2) October Gift Card Reward
  - 3) Close Outs:
    - a. 16 codes – Martignetti Cos. of N.H.
    - b. 23 codes – Southern Wine & Spirits of N.E.

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- 4) Martignetti Buy 2 Get One Free – October 2006
- 5) Purchase & Display Bianchi
- 6) Store Tastings:
  - a. 5 codes - CCPC World Wide Ventures
  - b. 5 codes - Uncorked
- 7) Primary Source Submissions (1 item – exclusive agent; 13 items – imported)

**III. ENFORCEMENT & LICENSING REPORT**

**IV. CHAIRMAN'S REPORT & LATE ITEMS**

- 1. Bailment Requests
- 2. Coupon Approvals
- 3. Late Items/Other

**V. EXECUTIVE SESSION**

/D. Hartford